Marketing Communication

The 21st Century business community faces unprecedented challenges in a highly competitive global economy. Industry leaders know that effective communication – particularly marketing communication – will be at the center of every profitable enterprise. California Lutheran University’s multitalented marketing communication graduates currently work as marketing communication department managers, marketing representatives, and trade negotiators for both private corporations and government agencies.

Cal Lutheran’s marketing communication major prepares students for business and trade relations in an international marketplace by introducing them to the latest communication technology and teaching them how to craft effective messages on behalf of companies whose products and services they represent. CLU graduates have gained the ability to research, plan, organize and direct internationally focused marketing campaigns and have acquired the interpersonal skills needed to move into upper management. A mandatory internship enables students to put valuable, real-world experience on their resumes. Cal Lutheran students have interned in marketing communication departments at Amgen, Baja Fresh, J.D. Power & Associates, HBO, Caruso Affiliated Holdings, KZLA-FM and NBC Press and Publicity.

Development of a marketing communication degree was suggested by a business community experiencing difficulties in locating qualified job candidates to head up marketing communication departments – the hub around which production, sales, advertising, marketing and public relations revolve. Industry leaders expressed a specific interest in future employees who could be practical as well as creative; who were equipped with both business savvy and artistic know-how; who were skilled at coordinating the efforts of others, yet capable of coming up with winning market strategies as well.

Benefiting from the input of the corporate community, California Lutheran University was able to offer the first marketing communication degree in the nation. Cal Lutheran graduates are succeeding because of the preparation they receive in managing million-dollar budgets, their proficiency at both oral and written communication, and their ability to produce messages for a wide variety of media.

See Business Administration (http://catalog.callutheran.edu/undergraduate/coursesofinstruction/businessadministration) and Communication (http://catalog.callutheran.edu/undergraduate/coursesofinstruction/communication) for faculty and course descriptions.

Bachelor of Arts in Marketing Communication

42 credits minimum, 24 credits upper division

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMM 101</td>
<td>Introduction to Mass Communication</td>
<td>4</td>
</tr>
<tr>
<td>COMM 231</td>
<td>Writing for the Mass Media</td>
<td>4</td>
</tr>
<tr>
<td>COMM 300</td>
<td>Research Methods</td>
<td>4</td>
</tr>
<tr>
<td>COMM 375</td>
<td>Principles of Marketing</td>
<td>4</td>
</tr>
<tr>
<td>COMM 401</td>
<td>Communication Theories-Capstone</td>
<td>4</td>
</tr>
<tr>
<td>COMM 490</td>
<td>Independent Study</td>
<td>2-4</td>
</tr>
<tr>
<td>or COMM 492</td>
<td>Internship</td>
<td></td>
</tr>
<tr>
<td>BUS 251</td>
<td>Principles of Accounting</td>
<td>4</td>
</tr>
<tr>
<td>or BUS 255</td>
<td>Environment of Business</td>
<td></td>
</tr>
</tbody>
</table>

Select one of the following: 4

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMM 301</td>
<td>Persuasive Communication Campaigns</td>
<td></td>
</tr>
<tr>
<td>COMM 342</td>
<td>Public Relations</td>
<td></td>
</tr>
<tr>
<td>COMM 380</td>
<td>Principles of Advertising</td>
<td></td>
</tr>
<tr>
<td>COMM 442</td>
<td>Advertising Campaigns</td>
<td></td>
</tr>
</tbody>
</table>

Select one of the following: 4

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMM 344</td>
<td>Copywriting/Storyboarding in Broadcast Advertising</td>
<td></td>
</tr>
<tr>
<td>COMM 348</td>
<td>Website Design and Publishing</td>
<td></td>
</tr>
<tr>
<td>COMM 411</td>
<td>Sports-Related Marketing</td>
<td></td>
</tr>
<tr>
<td>COMM 443</td>
<td>Event Planning and Management</td>
<td></td>
</tr>
<tr>
<td>COMM 450</td>
<td>Advanced Public Relations</td>
<td></td>
</tr>
</tbody>
</table>

Select two of the following: 8

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 342</td>
<td>Marketing Research/Consumer Behavior</td>
<td></td>
</tr>
<tr>
<td>BUS 430</td>
<td>Integrated Marketing Communication</td>
<td></td>
</tr>
<tr>
<td>BUS 440</td>
<td>Marketing Simulations</td>
<td></td>
</tr>
<tr>
<td>BUS 445</td>
<td>Marketing and Management of Services</td>
<td></td>
</tr>
<tr>
<td>BUS 447</td>
<td>Social Marketing</td>
<td></td>
</tr>
<tr>
<td>BUS 473</td>
<td>Marketing Management</td>
<td></td>
</tr>
</tbody>
</table>
Total Hours 42-44

Recommended But Not Required:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMM 208</td>
<td>Beginning Cinema Production</td>
<td>4</td>
</tr>
<tr>
<td>COMM 233</td>
<td>Argumentation &amp; Advocacy</td>
<td>4</td>
</tr>
<tr>
<td>COMM 306</td>
<td>Business and Professional Communication</td>
<td>4</td>
</tr>
<tr>
<td>COMM 315</td>
<td>Small Group Communication</td>
<td>4</td>
</tr>
<tr>
<td>COMM 335</td>
<td>Interpersonal Communication</td>
<td>4</td>
</tr>
<tr>
<td>COMM 405</td>
<td>Freedom of Communication</td>
<td>4</td>
</tr>
</tbody>
</table>

Total Hours 24

Courses

Lower Division

A preliminary study of communication theory with particular emphasis on mediated communication, including Internet, television, radio, film and print.

COMM 103. Beginning Public Speaking. (3).
The study of the theory and practice of various forms of oral communication, including informative speaking oral interpretation, small-group communication and persuasion.

COMM 104. Voice Development for Broadcasting, Film And Communication Industries. (4).
This course will enable students to develop voice acting skills, which can be applied to broadcasting, instructional film, animation, commercials and documentaries. The course will also provide an introduction to the history of the voice acting field and will provide information about professional opportunities. (cross-listed with TA 104).

COMM 200. Survey of Broadcasting and New Media. (4).
A survey of the broadcasting, cable and other broadband media including the Internet; an introduction to the socio-cultural, legal/regulatory, economic, competitive and technological environment, with emphasis on programming, advertising, audience research and other management issues in the context of digitalization of media.

COMM 207. TV Production I. (4).
Learn the basics of television production including the operation of the camera, lights and studio equipment. Study the mechanics and techniques of video production. Each student will direct one scene from a television script. Student will learn to mark the script, work with the actors and produce a scene switched live for television.

COMM 207L. TV Production 1 Lab. (0).

This course is an entry-level class to the art of Filmmaking. Students The students will learn the basic techniques of cinematography and editing. Each student will have hands on instruction on the use of high definition cameras and editing software. They will work in groups and individually on several different projects.

COMM 221. Popular Culture. (4).
An introduction to important readings on popular culture from the perspectives of sociology and communication studies. The study of popular culture takes the forms, content, values and norms of popular culture products as data for analysis and critique. Students will focus on mass communication forms of popular culture such as movies, advertisements, television shows, magazines, music and music videos. This course will focus on the period from 1945 to the present. (cross-listed with SOC 221).

COMM 231. Writing for the Mass Media. (4).
Instruction and practice in reporting varied news stories for print and electronic media; a writing-intensive introduction to reporting; techniques of interviewing news sources; story structure, consistent/concise editing style with clarity and speed; and writing with accuracy and fairness. Prerequisite: ENGL 111.

The study and practice of argumentation, emphasizing interactive critical thinking skills, including analysis, research and evidence, case construction, refutation, and visual and other forms of symbolic influence; diverse fields of argumentation and advocacy considered including law, politics, organizations, mass media, entertainment, interpersonal, and intercultural relations. (cross-listed with POLS 233).

COMM 282. Sel Topics. (1-4).

Select Topic approved for core.
Explore the semiotics of Venice through history, culture, visual communication, and art production. A semester of study prepares you for a two-week trip to Italy with the majority of the time spent in Venice experiencing the modern life of this very interesting city. (Cross-listed with ART-285).

Upper Division

This course is designed to introduce research methods used in the field of communication and in social science in general. It examines how research is planned & designed, explores both quantitative & qualitative methods, introduces students to processes of data collection & analysis, & gives them experience in conduction original research.

COMM 301. Persuasive Communication Campaigns. (4).
A study of the principles of persuasive communication including an analysis of factors influencing persuasion in platform address, advertising argumentation, interpersonal and mediated communication including historical developments in theories applicable to the field and techniques adapted to the Internet. Students learn techniques of planning, implementation and evaluation of commercial, political and social/public service campaigns.

This class is a broad survey class that covers history, production techniques, times sales, formats, commercial copy, news writing and voice-over. The goal is to prepare the student who desires employment in the radio industry.

A study of the principles involved in communicating in a professional environment. Includes techniques of interviewing, small-group communication, role playing and exercises designed to improve communication skills. Students have several opportunities for practical application of oral communication principles in simulated settings.

COMM 307. Screenwriting. (3).
An introductory course on the craft of writing for feature film. Emphasis is on narrative storytelling for the screen, understanding film grammar and the tools of the screenwriter from basic three-act structure to characterization. In a workshop approach, students will develop their own story premise, treatment, outline and the first draft of their first act screenplay. Orientation is on the commercial film markets as we will be screening many classic and contemporary films as well as reading several screenplays for analysis.

Explores the political nature of cinema and the ways in which political culture, issues and themes are expressed in and through cinema. Particular emphasis is placed on American political culture and practices. (cross-listed with POLS 308).

Students will write, produce, direct and edit a 10-20 minute short narrative or documentary film with the purpose of submitting it to student film festivals across the country. Students will attend advanced workshops in editing and lighting. Prerequisite: COMM 207 or COMM 208.

COMM 311. Intercultural Communication. (4).
In a multicultural, globalized world made smaller and flatter by high-speed transportation and virtually instantaneous information and communication technologies, the likelihood of direct or mediated contact with people, images and stories from other cultures here and abroad has grown in spectacular fashion. At the same time, our ability to navigate through these cultural contacts has failed to keep pace with the technologies that enable them. In both business and leisure settings, individuals often find themselves faced with different values, customs, practices and material situations that leave them with feelings of cultural incompetence, discomfort and frustration. In some cases, the results may even include hostile conflict at the level of organizations, social institutions, ethnic groups or nations. In almost all cases, intercultural communications, communication across cultures, has failed those involved.

COMM 312. International Media. (4).
This course explores the global importance of media systems and communication industries around the world, with particular emphasis on those of Asia (the Greater China region, Japan, South Korea, and India), the Middle East, and South America. The course investigates a wide range of media industries and content (including entertainment, journalism, and advertising) from various historical, sociological, political, technological, legal, and economic perspectives. This course also analyzes the impact that the Internet has on domestic media production and international distribution.

A study of the types of group discussion with opportunity for student participation. Special emphasis is placed on an examination of group interaction as it relates to discussion.

This course investigates the interaction between news media, audiences and strategic political communicators in the United States. Special emphasis is given to the role of the news media in politics, the use of campaign practices and techniques in elections, the effects of media messages on audiences, the impact of new medical technologies on news and campaigns, and factors shaping news production such as journalistic routines, medial economics, and the strategic management of news by politicians.

COMM 330. Film Studies. (4).
This course provides a solid grounding in the major elements of film, including genre, narrative, acting, design, cinematography, sound, and editing. Students will become critically informed viewers able to understand and analyze film or to pursue additional studies in film history or film theory. This course does not meet the literature requirement. (cross-listed with ENGL 330). Prerequisite: ENGL 111.
COMM 333. Working on the Echo. (2).
Practical working experience on the University’s student newspaper includes reporting, editing, photography, desktop publishing and business management. May be taken four times for credit. All majors are welcome. Prerequisite: COMM 231.

COMM 334. iCLU. (2).
Practical working experience on the University’s student-run radio station. May be taken four times for credit. All majors welcome.

COMM 335. Interpersonal Communication. (4).
A study of dyadic communication focusing on real-life contexts. Emphasis on learning about self, romantic/friendship relationships, family, conflict and gender/ethnic dynamics.

The development of public relations theories and practice. Includes principles and methods for audience, media and message analysis; writing for business, industry and nonprofit organizations; and creating and assessing effective forms of public relations and communications. Prerequisite: COMM 231.

Designed as a “hands-on” communication and business course, this course provides an overview of broadcast media and develops skills in basic advertising/public relations campaign production techniques including scripting, copywriting and storyboarding. (cross-listed with BUS 344).

The first half of the course emphasizes not only fundamental rules of grammar, punctuation and spelling but also use of AP style and macrolevel editing issues of clarity, concision, thoroughness and fairness. The second half emphasizes computer-assisted layout and design. Prerequisite: COMM 231.

Hands-on introduction to designing, creating and uploading Web sites and to finding and evaluating resources and information on the Web. Skills taught include Web site creation in raw HTML, use of tables and frames, inclusion of image and sound, and inclusion of pre-existing Javascripts. No programming experience required, basic familiarity with computers desirable.

The study of marketing methods and practices. Topics include policies and problems related to consumers, pricing, advertising, management information systems and distribution and management of the marketing function. Prerequisite: junior standing. (cross-listed with BUS 375).

An exploration of advertising from an integrated marketing communications perspective. Focus is on general principles and broad perspectives with particular emphasis on strategy and the role of advertising in an integrated program. Students will examine consumer motivation, planning and development, the creative process and campaign execution and evaluation. (cross-listed with BUS 380).

COMM 401. Communication Theories-Capstone. (4).
An advanced study of communication theories based on professional literature. Theories are drawn from a variety of disciplines, including psychology, sociology, linguistics and anthropology, which allow the student to study communication phenomena from a variety of competing and complementary perspectives. Students also study the scientific method and the relationship between theory and research. Course assignments include completion of a major research paper and presentation of portfolio project.

COMM 402. Film Theory (capstone, Film and Television Production Concentration). (4).
An advanced study of film theory based on professional literature. The course teaches students to analyze and understand cinema in terms of classical film theories as well as structuralism, semiotics, narrative theory, cognitive theory, feminism, postmodernism and queer theory, among others. Course assignments include completion of a major research paper.

The course will teach students to create live and tape-delayed sports broadcasts for CLUTV (Channel 16) and Educational Television for the Conejo Valley (Channel 20). Prerequisites: COMM 207 or COMM 208.

A study of the limits placed on freedom of expression in the United States. Through examining leading U.S. court decisions and relevant statutes, students will learn the broad principles and legal reasoning underlying First Amendment jurisprudence, including the legal, philosophical and political issues entailed in the rights of free expression. Students will then examine how these principles have been applied to the regulation of the various communication industries including the print media, broadcasting and cable television. (cross-listed with POLS 405).

COMM 406. Legal Issues & the New Media. (4).
A study of the law and policy governing the various communication industries, including the print media, broadcasting, cable television, direct broadcast satellites and the Internet.

Create live news broadcasts every two weeks for CLUTV (Channel 16) and Educational Television for the Conejo Valley (Channel 20). Learn to write, shoot and edit news stories. In the class, you will be the producer, director and anchor for CLUTV news. Emphasis will be placed on advanced editing skills. Prerequisite: COMM 207 or COMM 208.
An introduction to management and marketing issues in the sports industry, with a particular emphasis on major and minor league professional sports. Students will receive a broad overview of the structure of sports and its relationship to the dominant culture, the economy and the media. (cross-listed with BUS 411).

Entertainment has become the dominant experience of consumers in a celebrity-driven culture. Technological innovations from the Internet/Web to social networking to mobile devices and the cloud have disrupted the entertainment industry - film, music and TV. Social media have enabled consumers become co-producers and changed the business models of the entertainment industry. How have social networks altered advertising and marketing by entertainment firms? What are the implications of a globalized market for producers and consumers of entertainment? What are the ethical and environmental sustainability implications of these changes - does consumer empowerment come at the expense of citizen empowerment? Students will examine these issues and develop skills and perspectives to evaluate marketing approaches in the entertainment industry. Cross-listed as BUS-412.


COMM 442. Advertising Campaigns. (4).
Advances the principles learned in introductory advertising and marketing courses and includes the application of principles learned through the completion of an actual consumer-oriented marketing/advertising campaign. Includes lecture and lab. Prerequisites: COMM 375 or COMM 380, senior standing. (cross-listed with BUS 442).

COMM 443. Event Planning and Management. (4).
The study of the theory and practice of various forms of event planning and management. The class will be using a hands-on approach to delve into this wonderful field and will include lessons on budget, décor, entertainment, types, and security issues. (cross-listed with BUS 443).

ComicComm: Globalism, Zeitgeist and the Art of Visual Communication covers the development of comic books/graphic novels from the earliest forms of sequential art through 19th century European, Japanese and Asian comics. The course then concentrates on 20th-21st century comics, bandes dessinees, and manga. The course looks at the ways in which comics embody or challenge the ideologies of the culture in which they originate and how they respond to real-world controversies and disasters. It tracks cultural hybridism in comic art, the effects of participatory fan culture on the industry and issues of race, religion and philosophy as addressed by genre. Students write and illustrate their own comics: mastering the visual language of comics and manga; drawing figures and settings; and framing action and narrative in sequential format. Students' work may be fictional, biographical or documentary. The work is drawn and manipulated on iPads provided by the Library.

COMM 450. Advanced Public Relations. (4).
Students strengthen their command of the processes and techniques of public relations and apply them strategically to real-world PR stations. They apply the full process of public relations management, including research and analysis, planning, implementation, and control and evaluation, while producing a strategic PR plan and professional media kit. They role-play crisis communications planning and response in an emergency PR exercise. Ethical considerations in PR management are examined; the impact of current PR practices on individuals and society are critically evaluated. Prerequisite: COMM 342.

COMM 482. Selected Topics. (1-4).
COMM 482C. ST: Select Topic (core). (1-4).
Select Topic approved for core.

COMM 485. Travel Seminars. (1-4).

COMM 490. Independent Study. (1-4).
This course is used to evaluate a senior project if an appropriate internship is unavailable.

COMM 492. Internship. (1-4).
Students must find and participate in an internship appropriate to their career choice, at 60 hours of work per course credit, and also attend COMM 492 class meetings in the same semester to fulfill the communication internship requirement. Internship contracts are available at the Career Services Center; the sponsoring faculty section must be filled out by the professor teaching the COMM 492 section chosen. Contact the course professor for a copy of the department's internship guidelines and COMM 492 class details. (graded P/NC only).

COMM 496. Directed Research. (1-3).
通COMM 497. Departmental Honors. (1-4).